## Message Text

## CONFIDENTIAL

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INFO OCT-01 ISO-00 SY-05 MCT-01 EB-08 CIAE-00 INR-10 NSAE-00 DODE-00 HA-05 COME-00 SS-15 NSC-05 /064 W

R 242135Z MAY 78
FM AMEMBASSY SAN SALVADOR
TO SECSTATE WASHDC 8185
INFO AMEMBASSY GUATEMALA
AMEMBASSY MANAGUA
AMEMBASSY SAN JOSE
AMEMBASSY TEGUCIGALPA
USCINCSO QUARRY HEIGHTS CZ

CONFIDENTIAL SAN SALVADOR 2602

E.O. 11652: GDS

TAGS: PINS PINT SHUM ES

SUBJ: INITIAL IMPACT OF MATSUMOTO KIDNAPPING ON U.S. AND OTHER

FOREIGN EXECUTIVES

1. LATE AFTERNOON MAY 23 COMATT RECEIVED CALL FROM LONG-TIME U.S. RESIDENT MANAGER OF TEXACO DE EL SALVADOR, WHO WANTED TO KNOW IF RUMORS ALLEGING GENERAL EXODUS OF U.S. EXECUTIVES FROM SAN SALVADOR WERE ACCURATE. COMATT RESPONDED THAT HE HAD NO SPECIFIC INFORMATION, BUT HE SUSPECTED RUMORS MIGHT HAVE SOME VALIDITY. SPOT TELEPHONE CHECK SUBSEQUENTLY REVEALED FOLLOWING U.S. EXECUTIVES HAD APPARENTLY DEPARTED EL SALVADOR ON SHORT NOTICE: (1) WALTER GROMAN, GENERAL MANAGER, KIMBERLY-CLARK DE CENTRO AMERICA SA; (2) STEVE BROWN, PRESIDENT, ALDECA (FORMERLY ALCOA SUBSIDIARY); (3) WILLIS ANDERS, GENERAL MANAGER, TEXAS INSTRUMENTS. FROM OTHER SOURCES, COMATT LEARNED THAT CARSTON CHRISTIANSEN, PRESIDENT OF THE GERMAN FIRM BAYER WAS DUE TO RETURN TO EL SALVADOR FROM COSTA RICA, BUT HAS DEFERRED HIS RETURN INDEFINITELY.

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2. ALSO, AFTERNOON MAY 23, EXECUTIVES OF ESSO REGIONAL HEADQUARTERS IN EL SALVADOR CALLED ON POLOFF TO DISCUSS GENERAL POLITICAL SITUATION. MAJOR THRUST OF CONVERSATION ON PART OF ESSO EXECUTIVES WAS THAT THEY COULD CARRY OUT THEIR CENTRAL AMERICAN OPERATION WITH HEADQUARTERS IN ANY COUNTRY IN CENTRAL AMERICA AND DID NOT WISH TO EXPOSE THEIR TEN U.S. EMPLOYEES AND SEVERAL THIRD-COUNTRY NATIONALS TO

POSSIBLE KIDNAP ATTEMPTS. THEY STATED EL SALVADOR HAD BEEN CHOSEN AS REGIONAL HEADQUARTERS FOR SEVERAL REASONS, INCLUDING COOPERATION OF GOES (WHICH THEY STILL ENJOY), BUT ARE NOW SERIOUSLY CONCERNED OVER SAFETY OF THEIR EXECUTIVES AND CONSIDERING RELOCATION OF REGIONAL HEAD-QUARTERS. THEY INDICATED THAT THEY WOULD NOT MAKE MOVE PRECIPITOUSLY BUT LEFT CLEAR IMPRESSION THAT ADDITIONAL KIDNAPPINGS WOULD IN FACT RESULT IN RELOCATION.

- 3. THUS FAR, ONLY VERY SMALL NUMBER OF U.S. AND OTHER BUSINESS EXECUTIVES HAVE LEFT EL SALVADOR BUT SEVERAL BUSINESSMEN HAVE COMMENTED THAT ANY ADDITIONAL KIDNAPPING IN FOREIGN BUSINESS COMMUNITY WOULD PROBABLY RESULT IN LARGE-SCALE EXODUS.
- 4. COMMENT. BUSINESS EXECUTIVES MOST APT TO DEPART IN FACE OF CONTINUING TERRORIST ACTIVITY WOULD BE THOSE IN CATEGORY OF ESSO, WHOSE RELOCATION WOULD BE RELATIVELY SIMPLE. OTHER EXECUTIVES, WITH MAJOR PHYSICAL PROPERTIES IN EL SALVADOR AND THOSE LONG-TIME RESIDENTS WITH SALVADORAN FAMILY TIES, MORE LIKELY TO REMAIN. NO MATTER WHAT OUTCOME OF MATSUMOTO KIDNAPPING, LEFTIST VOWED INTENTION OF UNDERMINING CONFIDENCE IN ROMERO GOVERNMENT AND HAMPERING DEVELOPMENT OF FOREIGN INDUSTRY IN EL SALVADOR HAS HAD SOME EFFECT ALREADY. KILLING OF MATSUMOTO OR FURTHER KIDNAPPING CONFIDENTIAL

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IN FOREIGN BUSINESS COMMUNITY WOULD GREATLY ACCELERATE THIS PROCESS. DEVINE

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